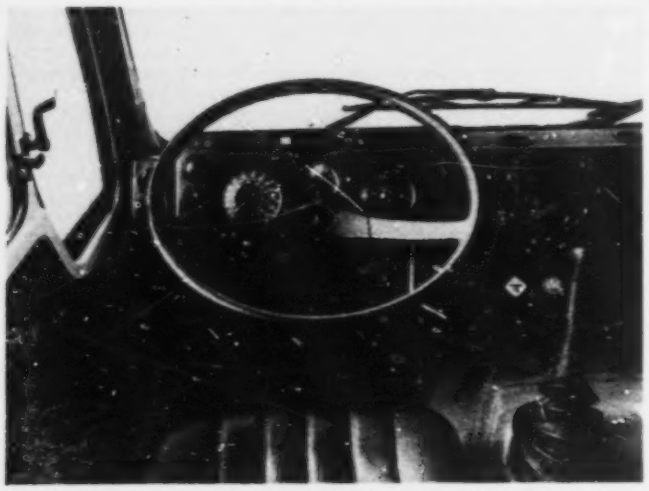
The LPS 1525 joins the present line of M-B L series conventional trucks sold and serviced by over 200 dealers in North America.



The instrument panel includes a tachometer, air-restriction indicator, and gauges for air and oil pressure, coolant temperature and fuel level.

The ergononically designed three-person interior includes a sound-absorbing textile finish throughout the cab.

Mercedes-Benz Class 7 tractor debuts

Response to growing customer need for intra-city vehicles

Mercedes-Benz Truck Co. is introducing a new Class 7 cab-over-engine tractor, the LPS 1525. Featuring the latest technological developments, the tractor's highly compact, contemporary design is said to allow maximum maneuverability in tight city traffic, an advantage in urban delivery and intercity transit operations.

The new tractor complements currently available Class 6 and 7 conventional trucks of the company. "The LPS 1525 tractor is designed specifically to meet the needs of the American market place," says Peter E. Rupp, president and chief executive officer of Mercedes-Benz Truck Co. "Its debut will allow us to penetrate market segments in which we previously had not participated."

Pointing out that the new Class 7 tractor is the company's response to the growing customer need for a powerful intra-city vehicle, Rupp says it is "ideally positioned to fill a void that has long existed in urban and medium-range hauling."

The outlook for its market penetration is bright, according to Rupp, given the forecasts that the dieselization rate for medium-duty trucks will continue to grow over the next four years.

The LPS 1525 is designed specifically to operate in the Class 7 market niche that requires the innovated application of new haulage techniques in terms of route scheduling and carrier-hub operations.

"The vehicle is ideal for truck applications in such areas as container movement, LTL and TL shipments," says A. Gordon Clark, senior vice president of sales and marketing.

He said the vehicle is also well suited for pickup and delivery operations including such applications as beverage, newspaper and dairy product hauling, as well as general intercity freight distribution and refrigerated transport operations.

The LPS 1525 is assembled at Mercedes-Benz Truck Co.'s Hampton, Va., plant.

The vehicle is assembled from semi-knocked-down (SKD) units. The cab, engine, transmission and steering unit come from Daimler-Benz in West Germany. The chassis frame, front and rear axle assemblies, and springs are shipped from Brazil. A significant number of parts are procured directly from North American suppliers.

Powering the 66,000-pound GCW truck is a turbocharged Mercedes-Benz 250-horsepower diesel engine, the OM 429 LA, with air-to-air intercooling.

Its 608 cubic-inch displacement has a maximum torque output of 782 foot-pounds at 1,200 rpm. Wet cylinder sleeves, replaceable valve guides and seats, oil-cooled pistons, and individual cylinder heads minimize service requirements.

The turbocharger allows the engine to operate in any altitude without significant loss of power. The fuel system features as standard a 75-gallon fuel tank and a fuel-water separataor.

A fully synchronized Mercedes-Benz transmission features a six-speed main box with two-speed overdrive splitter. An overspeed buzzer warns drivers if they attempt to shift into a wrong gear. A 16.5-inch single-plate hydraulically actuated clutch facilitates shifting.

The front axle has a rated capacity of 12,000 pounds and features large diameter, greasable kingpins. The rear axle is rated at 21,000 pounds GAWR, and has a reduction ratio of 4.3:1. The hypoid gear arrangement allows for lighter weight of the total axle and permits high ground clearance.

Mercedes-Benz says it is the only Class 7 tractor to feature two shock absorbers, anti-sway bars and semi-elliptical leaf springs on both front and rear suspension systems as standard equipment.

The tractor's front-wheel cut of 50 degrees results in a 20-foot turning radius.

Goodyear 11R22.5 14-ply Unisteel II radial tires and steel disc wheels are standard equipment.

The dual-circuit, full-air cam-type brake system includes as standard equipment an alcohol injection system to protect against moisture build-up and freezing in cold weather conditions, and the frame-mounted air tanks feature an automatic moisture ejector. Automatic slack adjusters eliminate the need for manual brake adjustment, and extend brake life.

The aerodynmic design of the cab is further refined by two front-mounted polyurethane air deflectors. The windshield and large side and rear windows provide an all-around 286-degree visibility range. Quad halogen lights are standard.

Inside, an orthopedically designed, eight-way adjustable, foam-filled driver's seat is upholstered in heavy-duty vinyl. In addition to the heating and defrosting system, the tractor has a five-way adjustable roof ent.

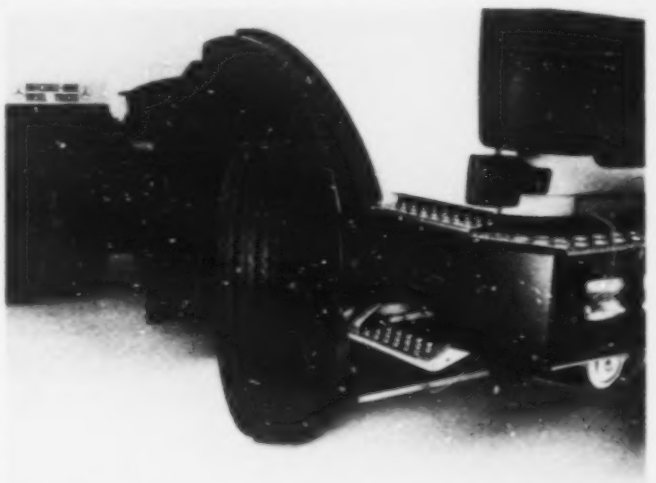
The cab, with the aid of a hydraulic pump mounted on the frame rail, tilts to a 65-degree angle.

Two hinged front panels allow easy access to all daily service points including windshield washer reservoir, oil and water check and fill, clutch master cylinder reservoir, and powr steering fluid container.

The warranty coverage features 18 months/unlimited mileage on the vehicle, 36 months/100,00 miles on the engine and powetrain, and 24 months/100,000 miles for cab corrosion.

Mercedes-Benz Truck Co. has more than 200 dealers, supported through seven parts distribution centers in North America. The LP 1525 became available through dealers starting in mid-April.

Mercedes-Benz Truck Co. is a wholly owned subsidiary of Freightliner Corp., headquartered in Portland, Ore.



A 50-degree front-wheel cut permits turning in a 20-foot radius. Goodyear Unisteel II radial tires are standard.

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Peterbilt, Mack lead

In 1984 registrations per dealer outlet

Peterbilt Motors Co. led medium and heavy-duty truck manufacturers in 1984 registrations per dealer outlet.

The Class 8-only truck maker averaged 113 registrations per outlet, an increase of 63.77 percent over the 69 registrations per outlet it recorded in 1983. Peterbilt had 116 retail outlets as of January 1, 1985, the same number it had at the start of 1984.

Mack Trucks, Inc. finished 1984 just behind Peterbilt as its dealers averaged 105 registrations per outlet during the year, up from 62 registrations per outlet during 1983.

In third place was Kenworth Truck Co. Its dealers averaged 101 registrations per outlet during 1984, compared with 64 the previous year.

Overall, medium and heavy-duty truck dealers averaged 17 registrations per outlet in 1984, up 41.66 percent from the 12 registrations per outlet calculated a year earlier.

As of January 1, 1985 there were 14,626 medium and heavy-duty truck dealerships in the U.S. compared with 14,683 a year earlier.

—Arthur Flax

Medium & Heavy-Duty Truck Registrations Per Dealer Outlet

	Retail Outlets As Of Jan. 1, 1985	Average 1984 Registrations Per Outlet	Retail Outlets As Of Jan 1, 1984	Average 1983 Registrations Per Outlet
Peterbilt	116	113	116	69
Mack	244	105	243	62
Kenworth	135	101	125	64
Freightliner	179	92	187	59
International	786	85	880	57
GMC Class 8	271	46	271	27
GMC Class 5-7	2,464	10	2,464	6
GMC Total	2,464	56	2,464	33
Ford Class 8	271	45	270	28
Ford Class 6-7	4,848	8	4,783	6
Ford Total	4,848	53	4,783	34
White	164	41	171	19
Volvo	125	16	132	12
Mercedes-Benz	198	13	187	15
Chevrolet①	5,120	4	5,155	3
Miscellaneous②	247	9	240	7
Grand Total	14,626	17	14,683	12

Note: Figures include Class 4-8 trucks only. ①Not all Chevrolet dealerships are commercial-truck outlets. ②Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Heil-Holmes and others.

Market share also climbs in January

Import registrations rise for month

By Jenny L. King
Detroit Reporter

Imports advanced slightly, January to January, in their share of the total U.S. new-car market. They were off 0.87 percentage points from December, 1984, according to figures compiled by R. L. Polk & Co.

New imported-car registrations numbers were up 6.87 percent in January, to 208,340 from 194,947 a year earlier. Import market penetration of 26.41 percent was up from 26.09 percent last year and was down from December, 1984, when imports accounted for 27.28 percent of the total.

The record for January was 31.21 percent in 1982.

Despite a drop of 0.77 percentage points year to year, Toyota held on to first place among the major imports, edging out Honda by less than 1,000 cars. Toyota had 20.24 percent of the January import market, Honda earned 19.87 percent and Nissan had 18.18 percent. Honda was up from 19.29 percent a year earlier, Nissan was down 0.08 percentage points from 18.26 percent.

Subaru moved up to fourth place from sixth place, and Volkswagen dropped to sixth from fourth. The European makers all enjoyed greater penetration year to year: Volvo was up 0.26 percentage points, Mercedes was up 0.14 percentage points, BMW was up 0.13 percentage points and Audi climbed 0.30 percentage points.

The Top Ten makes claimed 88.84 percent of the import segment, down from 88.98 percent a year earlier.

Japan, by far the biggest supplier of imported cars, was responsible for 72.35 percent of new registrations in January, down a bit from 73.24 percent in 1984. West German cars accounted for 13.24 percent, up from 12.29 percent. U.S.-built Hondas and VWs, listed in Polk figures as imports, slipped to 7.42 percent from 7.49 percent of the market, and Swedish Saabs and Volvos represented 5.14 percent, up from 4.74 percent in 1984.

Numbers of new cars from the eight countries of origin include:

	Jan. 1985	Jan. 1984
Japan	150,724	142,777
W. Germany	27,582	23,956
United States	15,502	14,593
Sweden	10,702	9,238
France	2,008	2,626
Britain	1,450	1,465
Italy	372	268
Ireland	—	24

New imported truck registrations were up 44.97 percent in January, to 70,720 from 48,784 last year. Totals from the major makers follow:

	Jan. 1985	Jan. 1984
Toyota	27,078	19,770
Nissan	20,651	11,496
Mazda	8,511	8,252
Isuzu	4,308	—
Dodge Ram 50	—	2,818
Others	10,172	6,448
TOTAL	70,720	48,784

IMPORT REGISTRATION SHARES IN U.S.

JANUARY

	Regis., January, 1985	Pct. Share of Market	Regis., January, 1984	Pct. Share of Market	Pct. Pt. Change '85 vs. '84
Toyota	42,172	20.24	40,954	21.01	−0.77
Honda	41,387	19.87	37,606	19.29	+0.58
Nissan	37,865	18.18	35,598	18.26	−0.08
Subaru	12,562	6.03	11,832	6.07	−0.04
Mazda	12,524	6.01	11,909	6.11	−0.10
Volkswagen	12,218	5.87	12,540	6.43	−0.56
Volvo	7,823	3.75	6,808	3.49	+0.26
Mercedes	7,464	3.58	6,713	3.44	+0.14
BMW	5,641	2.71	5,029	2.58	+0.13
Audi	5,427	2.60	4,475	2.30	+0.30
Others	23,257	11.16	21,483	11.02	+0.14
TOTAL	208,340		194,947		
Share of U.S. Total		26.41		26.09	+0.32

New York and Oklahoma figures based on manufacturers' sales reports.

Residents: St. Louis suburb has enough auto dealerships

ST. LOUIS—Residents of suburban Ellisville, Mo., have indicated in a poll that the city has enough auto dealerships, Mayor Edward M. O'Reilly said.

The survey was sent out with 1985 city calendars and returned by more than half of the 2,000 home owners. According to survey results, 870 responded negatively.

The town has six car dealerships.

"I have nothing against the dealers we have in Ellisville," O'Reilly said. "They're good businessmen and good neighbors and they provide service and employment. But all that the dealerships pay the city is a regular business license and possibly extra utility taxes, above the normal type of operation."

However, he pointed out that "by the nature of their business, we have to spend quite a bit of police time there, much more than at other businesses."

Mayor O'Reilly has been seeking state legislation to amend a law that credits local sales tax on auto sales to the municipality of the purchaser, not the seller.

Not resolved, however, is the question of Ford Motor Co. being able to divide a 9-acre tract into two dealerships—one already occupied by Bo Beuckman Ford and the second to a new Lincoln-Mercury point. Before Bud Anderson sold out, there were Ford and AMC dealerships there together.

O'Reilly has urged the Board of Aldermen to turn down Ford's petition and approve the advisory vote of the citizens against expanding the total of dealerships.

TOP CARS

U.S. registrations for January, 1985 vs. 1984 Oklahoma and New York from manufacturers' sales records.

1984 Position		Make		1983 Position
1—	114,500	Chevrolet	108,544	— 1
2—	105,377	Ford	99,316	— 2
3—	74,259	Oldsmobile	80,513	— 3
4—	66,371	Buick	62,973	— 4
5—	49,773	Pontiac	47,395	— 5
6—	42,172	Toyota	40,954	— 6
7—	41,387	Honda	37,606	— 8
8—	38,213	Mercury	36,860	— 8
9—	37,865	Nissan	35,598	— 9
10—	32,797	Dodge	25,416	—10
11—	28,057	Plymouth	21,107	—13
12—	25,034	Chrysler	21,221	—12
13—	22,504	Cadillac	23,808	—11
14—	12,974	Lincoln	8,382	—18
15—	12,562	Subaru	11,832	—17
16—	12,524	Mazda	11,909	—16
17—	12,218	VW	12,540	—15
18—	10,559	AMC	16,772	—14
19—	7,823	Volvo	6,808	—19
20—	7,464	Mercedes	6,713	—20
21—	5,641	BMW	5,029	—21
22—	5,427	Audi	4,475	—22
	23,257	Other Imports	21,483	
	7	Misc. Dom.	27	
	788,765	TOTAL	747,231	

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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MARKET SHARES

JANUARY

1984 VS. 1983

Make	1985 Market Share	1984 Market Share	Pct. Pt. Change '85 vs. '84
Chevrolet	14.52	14.53	−0.01
Ford	13.36	13.29	+0.07
Oldsmobile	9.42	10.77	−1.35
Buick	8.41	8.43	−0.02
Pontiac	6.31	6.34	−0.03
Toyota	5.34	5.48	−0.14
Honda	5.25	5.03	+0.22
Mercury	4.85	4.93	−0.08
Nissan	4.80	4.77	+0.03
Dodge	4.16	3.40	+0.76
Plymouth	3.56	2.83	+0.73
Chrysler	3.17	3.84	+0.33
Cadillac	2.85	3.19	−0.34
Lincoln	1.64	1.12	−0.52
Subaru	1.59	1.58	+0.01
Mazda	1.54	1.59	−0.00
VW	1.55	1.68	−0.13
AMC	1.34	2.24	−0.90
Volvo	0.99	0.91	+0.08
Mercedes	0.94	0.90	+0.04
BMW	0.72	0.67	+0.05
Audi	0.69	0.60	+0.09
Other Imports	2.95	2.88	+0.07
Misc. Dom.	0.00	0.00	−0.00
TOTAL	788,765	747,231	

Based on new-car registrations from R. L. Polk & Co. Oklahoma and New York, 1984, from manufacturers' sales records. Oklahoma, 1983, not available.

Japanese exports to U.S. up 4.6 percent in February

WASHINGTON.—Japanese manufacturers exported 198,644 vehicles to the U.S. in February, a 4.6 percent gain over the 189,845 units shipped to the U.S. in the year-ago month, according to the Japan Automobile Manufacturers Assn.

Passenger-car exports to the U.S. fell 4.1 percent from 138,183 to 132,458; truck shipments jumped 28.1 percent from 51,662 to 66,185, and one bus was sent from Japan to the U.S. in February, 1985, compared with none in the year-ago month.

Vehicle exports during the first two months of the year were up 11.2 percent over the comparable 1984 period—393,781 versus 354,082.

Japanese makers produced 974,473 motor vehicles in February, a slight gain of 0.4 percent over the 970,743 units built in the year-ago month.

The February production total includes passenger cars, up 1.1 percent; trucks, down 1.4 percent, and buses up 42.1 percent from the prior year.

During January and February, 1,872,653 vehicles were produced in Japan, compared with 1,804,784 in the first two months of 1984—an increase of 3.8 percent.

Sales in Japan's domestic vehicle market registered a 1.9 percent gain during February, increasing from 444,369 last year to 452,679. Passenger-car sales were up 1.0 percent, at 255,325 compared with 252,827.

Truck sales rose 2.9 percent, while bus sales climbed 18.6 percent in February, 1985.

Vehicle sales in Japan for the first two months of 1985 were 744,532 units, leading the 723,917 in the year-ago period by 2.8 percent.

Driving courses don't prevent accidents, studies show

SCHAUMBURG, Ill.—The National Safety Council's Defensive Driving Course (DDC) does not decrease the likelihood of motor-vehicle crashes, according to an Insurance Institute for Highway Safety report discussed in the Journal of American Insurance.

Many insurers voluntarily provide auto insurance discounts to drivers who complete an approved defensive driving course. In Delaware, New York and Texas, insurers are required by law to provide such discounts, according to the Journal.

But the IIHS report, which evaluated studies of DDC, said that the course "had no effect on crashes and decreased the frequency of traffic violations only slightly," the Journal said.

Crash rates for DDC drivers ranged from 12 percent lower to 25 percent higher than rates for comparison drivers. None of the crash differences were statistically significant, the Journal said.

The IIHS study said that the course does seem to impart information about better driving techniques, the Journal reported.

But some drivers are unwilling or unable to change their driving techniques to reduce the possibility that they will crash, according to the Journal.

Some drivers take the course by order of traffic courts or their employers; to remove violation points from their licenses, or to obtain discounts on their insurance. Those drivers may have little intention of changing their driving techniques.

Drivers may also sometimes find it difficult to comply with the course's recommended driving techniques. For example, it may not be possible to maintain recommended following distances in high-density commuter traffic, according to the Journal.

The Journal also reported that a study of 16,000 Georgia high school students published last year by NHTSA showed that neither a 70-hour driver education course emphasizing safety nor a less-formal driver training course resulted in lower crash involvement or decreased traffic violations.

Another major study conducted by a New England insurer also concluded that high school driver training programs have little long-term effect on teenagers' involvement in auto accidents, the Journal said.

The insurer's study reported, "Driving safety appears to be far more dependent upon motivational and attitudinal factors than upon knowledge and skill," the Journal said.

Statistics do not show that the successful completion of DDC or a high school driving program warrants a mandatory auto insurance discount, the Journal concluded.

Toshiba names Audiovox cellular phone distributor

HAUPPAUGE, N.Y.—Audiovox Corp. and Toshiba Corp. have announced that Audiovox has been named the exclusive distributor of two cellular telephone models, the CMT-3000 and CMT-3500, for the U.S. and Canadian markets.

The CMT-3000 will be available through auto dealers and retail auto sound/security specialists.

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Revived by Sable/Taurus work

From grave to cradle for A.O. Smith plant

GRANITE CITY, Ill.—From the grave to the cradle.

That's the story of the rebirth of the A. O. Smith factory which, after closing in 1980, is on the verge of building an expected 2.5 million engine cradles for the Mercury Sable and Ford Taurus models.

Smith has also been tapped to manfacture the full frame for the 1987 Chrysler Corp. N pickup truck.

Production work for the 1986 Sable/Taurus is scheduled to begin around mid-May. Work on the cradles will begin with a trickle and the employment rolls will rise sharply from the initial 65 to 500-550 in the next two years, according to Stan Linquist, vice president in charge of operations. The company once employed 2,000 people.

The plant closed in 1980 when General Motors, the sole customer for Smith's full frames, announced that its down-sizing would eliminate the need for larger components.

Ford Motor Co. has been working with Smith on the engine cradles for 3½ years.

Lewis C. Veraldi, Ford vice president of luxury and large car engineering and planning, said Smith was chosen as the sole supplier "because of its reputation for quality."

"Normally, you establish suppliers a year before production," Veraldi said. "We went to Smith 3½ years ago. Quality is the cornerstone of the program."

At the plant reopening, Veraldi was joined by a dozen Ford production executives, including John A. Manoogian, executive director, product assurance, North American Automotive Operations.

Smith provided cakes with Sable/Taurus design and even an ice carving of the new car.

Granite City, county and state officials, also turned out for the reopening. Also present were executives of Granite City Steel, a division of National Steel, which will furnish just-in-time metal.

A. O. Smith has spent more than $50 million in modernizing the plant and has been helped by industrial bonds and grants.

Hoover revamps Canadian unit; plans to expand

ANN ARBOR, Mich.—Hoover Universal, Inc., is reorganizing its Canadian subsidiary, Hoover Universal of Canada, and plans to expand its business in Canada.

John F. Daly, chairman and chief executive, said the reorganization will enable Hoover to add interior trim capability and expand its automotive seating business in Canada to include metal seating frames as well as complete seating using the just-in-time delivery system.

Hoover's plant at Tillsonburg, Ont., currently provides polyurethane foam automotive seating pads to auto makers in Canada and in the U.S.

Edward V. Hagopian, currently a vice president in Hoover Universal's Automotive Seating Division, has been named chairman and chief executive officer of Hoover Universal of Canada. Nicholas G. Grabb, currently plant manager of the Hoover facility at Tillsonburg, has been named president and chief operating officer.

New address

GRAND RAPIDS, Mich.—Mazda Distributors Great Lakes has moved to new facilities at 618 Kenmoor Ave. S.E., Grand Rapids, Mich. 49506. Telephone number is 616-949-7570.

GE Credit buys South Seattle auction

BARRINGTON, Ill.—General Electric Credit Corp. has expanded its auto leasing and financing activities to include redistribution by purchasing the South Seattle Auto Auction, Kent, Wash.

The South Seattle Auto Auction, with four operating auto lanes, serves Washington, Oregon, Montana and Hawaii. It employs about 150 people.

Dealer meets Reuss

Alvin G. Beaman, left, Beaman Automotive Group, and Lloyd E. Reuss, group executive in charge of General Motors' Chevrolet-Pontiac-GM of Canada Group, met at Beaman Pontiac, Nashville, when Reuss was in town to speak at Vanderbilt University.

Reuss discusses business with Pontiac dealer

NASHVILLE.—Lloyd E. Reuss, group executive in charge of General Motors' Chevrolet-Pontiac-GM of Canada Group, and Alvin G. Beaman, Beaman Automotive Group, met when Reuss was here to speak at Vanderbilt University's Owen School of Management.

They discussed dealer needs, availability of Pontiac models and other matters including GM's Customer Service Index program.

Reuss toured Beaman Pontiac and met with the officers of Beaman Automotive Group, as well as many of its employes.

"We are quite flattered to have Lloyd Reuss tour our facilities," Beaman said. "It really says something about the leadership of General Motors when its top executives take a hands-on approach to see what makes a dealership such as ours successful."

Beaman Automotive Group consists of Pontiac, Toyota, Mitsubishi, Nissan and Rolls-Royce dealerships.

Beaman Pontiac has been awarded Pontiac's 5 Star Service Award for outstanding performance in all phases of customer service for eight consecutive years.

factories list auction dates

American Motors

April 24—Mid States Auto Auction, South Bend; Southern Auto Auction, Warehouse Point, Conn; Kansas City Auto Auction, Kansas City, Mo., and Metro Milwaukee Auto Auction, Caledonia, Wis.

April 25—Corry Auto Auction, Corry, Pa.; Northway Exchange, Clifton Park, N.Y.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

April 26—Floyd Hauhe Auto Auction, Bridgeton, Mo.

April 30—Arena Auto Auction, Chicago, and High Point Auto Auction, High Point, N.C.

Chrysler Corp.

April 23—Hatfield Auto Auction, Hatfield, Pa., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

April 24—Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn., and South Seattle Auto Auction, Kent, Wash.

April 25—Fredericksburg Auto Auction, Fredericksburg, Va.; Atlanta Auto Auction, Red Oak, Ga.; Arena Auto Auction, Chicago, and 166 Auto Auction, Springfield, Mo.

Ford Motor Co.

April 23—Big H Auto Auction, Houston.

April 24—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

April 25—Floyd Hauhe Auto Auction, Bridgeton, Mo.

April 30—Harrisonburg Auto Auction, Harrisonburg, Va.

General Motors

April 23—166 Auto Auction, Springfield, Mo.

April 24—Brasher's Salt Lake Auto Auction, Salt Lake City.

April 25—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

Used Car Sales
Auction Averages

April to date	$5,039
Month ago	$4,937
Year ago	$5,603

Model Breakdown
Auction Averages

	APR. 1985	MAR. 1985	FEB. 1985
1985	$11,551	$12,924	$14,691
1984	$8,682	$9,046	$8,850
1983	$6,505	$6,028	$6,171
1982	$5,175	$5,332	$5,185
1981	$4,114	$4,544	$4,049
1980	$3,678	$3,474	$3,301
1979	$2,684	$2,809	$2,742
1978	$1,980	$1,578	$1,907
Overall Average	$5,039	$4,928	$4,782

Building the redesigned Escort/Lynx

Employes at Ford Motor Co.'s Wayne (Mich.) plant are building 1985½-model Ford Escorts and Mercury Lynxes. The cars have new sheet metal and aerodynamic headlamps. They will be powered by a new 1.9-liter, 4-cylinder engine. Also producing the redesigned models are Ford's plants in Edison, N.J., and Oakville, Ont.

Imports' 27-day inventory is lowest since November

Continued from Page 1

days-supply level from 95 days to 66.

The Merkur's high inventory is typical of new-model launches.

Renault hiked its sales a bit, but not enough to get its imports into the normal range.

The figures in the accompanying chart have been revised to show combined days-supply figures for all Hondas, whether built in the U.S. or Japan; previous breakouts of domestic and import figures supplied by American Honda did not accurately portray the split.

In addition, Isuzu and Porsche inventories have been increased by 10 days to reflect port inventories and vehicles enroute to dealerships. Previous figures supplied by those companies included only dealer inventories. Mercedes-Benz figures also have been updated for the same reason.

The April 1 inventory was split this way: Japanese makes, 49.72 percent; German, 34.86 percent, and other countries, 15.42 percent. One month earlier, the split was Japanese, 53.07 percent; German, 34.67 percent, and other countries, 12.26 percent.

Japanese cars averaged an 18-day supply on April 1. The makes and their days-supply figures: Toyota and Honda, each 10; Mazda, 11; Mitsubishi, 13; Subaru, 19; Nissan, 23; Isuzu, 39.

There was a 42-day supply of Chrysler import cars: 35 for Dodge Colt, 40 for Plymouth Colt, 43 for Dodge and Plymouth Vista, 99 for Plymouth Conquest and 110 for Dodge Conquest.

Chevrolet captives averaged a 79 day supply: 42 for Sprint and 91 for Spectrum.

German makes averaged a 60-day supply. The breakout: Mercedes-Benz, 47; Porsche, 49; BMW, 59; Volkswagen, 66; Audi, 70; Merkur, 81.

Imports from other countries averaged 51 days. The breakout: Jaguar, 20; Saab, 42; Volvo, 48; Maserati, an estimated 60; Peugeot, 61; Alfa Romeo, 65; Renault, 179.

As noted, the days' supply of imported trucks averaged 33 days: 12 for Mazda, 16 for Mitsubishi, 26 for Toyota, 35 for Nissan; 38 for Chrysler and 90 for Isuzu. The big drop in Mitsubishi's inventory level was largely a result of a large sales increase during the month.

IMPORT STOCKS

	April 1, 1985	March 1, 1985	April 1, 1984
Chevrolet	79	82	.....
Chrysler	42	54	56
Honda	10	9	15
Isuzu	39	38	40
Mazda	11	21	15
Mitsbishi	13	24	19
Nissan	23	31	15
Subaru	19	8	32
Toyota	10	10	7
JAPANESE MODELS	18	19	16
Audi	70	124	66
BMW	59	65	75
Mercedes-Benz	47	47	27
Merkur	81	38	.....
Porsche	49	53	34
Volkswagen	66	95	104
GERMAN MODELS	60	77	67
Alfa Romeo	65	79	23
Jaguar	20	35	19
Maserati	60	52	.....
Peugeot	61	48	52
Renault	179	233	187
Saab	42	44	44
Volvo	48	40	47
OTHER MODELS	51	51	44
TOTAL IMPORTED CARS	27	29	27
Chrysler	38	33	97
Isuzu	90	74	113
Mazda	12	10	12
Mitsuishi	16	36	27
Nissan	35	27	17
Toyota	26	29	20
TOTAL IMORTED TRUCKS	33	30	25
TOTAL IMPORTED VEHICLES	29	29	27

Note: Honda and Nissan truck totals include U.S.-built models.

C-P dealer pledges funds for Lady Liberty

WARMINSTER, Pa.—Tony Gallagher, Gallagher Chrysler-Plymouth Co., has contributed $102 to the Statue of Liberty Restoration Fund.

Gallagher has pledged to donate $1 to the fund for every unit he sells. During February, he sold 102 vehicles.

Joint venture will build cars in U.S.

Chrysler, Mitsubishi make it official

Continued from Page 1

venture, Iacocca said, "Nobody fought harder than us to keep VRA in place. We lost. It is now the policy of the U.S. Government to increase the ratio of imports of Japanese cars."

Iacocca also pointed out that the reason Chrysler came to MMC for a small car design was that it had no technology of its own.

"Chrysler borrowed it from Simca," he said. In fact, the Horizon was designed in the U.K. and in France by what was then Chrysler Europe.

That this will be completely an MMC product was borne out by Iacocca's comments on his product planning meeting on Tuesday and also by his statement that the engine and transmission would be imported fully built-up.

Nevertheless, Iacocca hailed the deal as good for the U.S.

"The new plant will directly employ 2,500 people," he said, "And another 9,000 jobs will be created for suppliers."

He expects the local-content ratio to be about 50-50, and he said that as a result of this project, Chrysler would be able to give consumers a cheaper car because the powertrain is imported.

MMC will provide the general manager for the plant and also will select the site, negotiate with the unions and control day-to-day operation.

Iacocca cited the following reasons for MMC getting this slice of the action: "They run pretty good plants and we hope that they will be able to get rid of the Dark Ages union work rules and job classifications. Success will depend a lot on the unions and on training."

Iacocca also called for Japan to unilaterally reduce the trade deficit by whatever means it liked. He suggested a figure of $30 billion might be a good target, but indicated that he did not think the U.S. auto industry could do much about it.

He said he sees no prospect of increasing sales of U.S. cars in Japan, both because of high prices and because he thinks U.S. cars cannot be adapted suitably for Japan.

Iacocca said at the same time he was puzzled why the Chrysler minivan did not sell in Japan (two were sold here last year) because he considers it a unique product. Both Nissan and MMC build vehicles which are similar to the Chrysler minivan and neither of those has sold well, averaging around 12,000 units each a year.

Iacocca said that the new car would cost $500 less than would a totally American product. He said the Japanese have an advantage of $2,000 per car over U.S. companies and in his view a big proportion of this comes from the high price of the dollar and tax advantages.

Iacocca said he feels that one way the U.S. can reduce the gap is to switch to a form of value-added tax, although such a tax is not in force in Japan. He said that a fair value for the dollar is one dollar equaling 180-190 yen. In 1983, when the dollar bought 237 yen, the trade balance was worse than in 1982 when the exchange rate averaged 249 yen per dollar, however.

Also covered in the discussion was the Liberty project, which Iacocca explained was based on modules, with the target of reducing production costs by $2,000.

"After 26 months, we have taken $900 out of the cost," he said, adding that he expected cars of this general type to come into production in about 1990.

Although he did not say so directly, Iacocca indicated that the MMC car built in the U.S. would be based on conventional lines. He said that he expected the car to be sold in Canada as well as in the U.S.

Idaho high court upholds AMC in cancellation

BOISE.—The Idaho Supreme Court has upheld American Motors' cancellation of an Idaho dealer's franchise. It found no evidence that the cancellation was the result of coercion, intimidation, or discrimination against the dealer.

Christensen Motor Sales, Inc., alleged that American Motor Sales, Inc., violated state law when the auto maker terminated its franchise agreement. The court granted summary judgment in favor of AMC.

Christensen entered into a franchise agreement with AMC in May, 1978, in which the manufacturer stipulated its participation was contingent on the continued participation of three named individuals as owners and managers. AMC also reserved the right to cancel the franchise upon the death or incapacity of any of those individuals, after certain time limits.

In August, 1978, one of the named owner/managers died. AMC wrote Christensen a letter the following month advising the dealership of its intention to cancel the franchise.

The court observed that Christensen conceded that "the contract specifically allows American Motors to cancel under the existing circumstances." The court described the contract as "unambiguous."

Lubienski promoted by Kelsey-Hayes

DETROIT.—Robert A. Lubienski has been promoted to vice president, manaufacturing, brake opertions, Automotive Group, Kelsey-Hayes Co.

Lubienski, who joined Kelsey-Hayes in 1979, was most recently manager of the Mount Vernon (O.) plant.

Senate committee approves tight curb on gray market

Continued from Page 2

trucks, vans and multipurpose passenger vehicles within a year after enactment.

The provision would not require dynamic testing, which had become a thorny issue. This is the standard which former NHTSA Administrator Joan Claybrook had underway but which was shelved by the Reagan Administration.

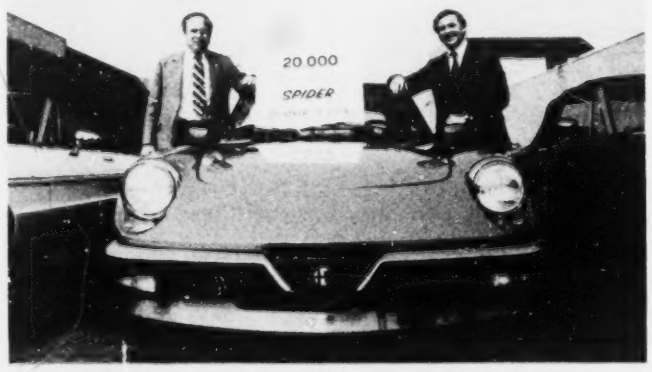
The Danforth bill authorizes money for NHTSA for the two safety laws as well as the consumer information and cost savings law, which includes among other duties setting CAFE standards. Appropriating money is done separately by another committee.

The most controversial part of the authorization bill deals with the setting of a standard rating cars for their crashworthiness and labeling them. NHTSA would have to develop a uniform numerical rating system so consumers could compare the degree of occupant protection of various models.

NHTSA currently crashes single models at 35 MPH (5 MPH above the compliance speed but at about one-third greater energy) and releases the data for head injury, chest deceleration and femur loads on belted and instrumented dummies. The data should be compared only for similar weight and size cars, but even then companies sometimes complain about using a single test and question it on grounds of repeatability.

Those high-speed crashes also include data on three standards—windshield mounting, windshield intrusion and fuel system integrity—and the Danforth bill would also include those and possibly others. In addition, the bill would require data on crash protection both for belted and unbelted occupants.

The Danforth bill would also reinstate publication of such data in a form similar to the Car Book, a creation of Claybrook that was scrubbed by the Reagan Administration.



20,000th Alfa Romeo Spider for U.S.

Don Agnelli, dealer principal, European Auto Imports, Santa Clara, Calif., and Joseph E. Cooley Jr., national sales and marketing director of Alfa Romeo, Inc., flank the 20,000th Alfa Romeo Spider to be delivered to the U.S. The car was first imported to the U.S. in 1967.

185,763 cars scheduled, highest total of 1985

Week's auto output moves upward

By Louise Kertesz
Detroit Reporter

Targeting production of 185,763 cars last week, U.S. auto makers again scheduled their highest weekly build of the year.

Last week's output was 1.94 percent more than the previous week's 182,223, which fell some 5,000 units short of the projection.

Last week's production was also 46.41 percent more than the 126,712 for the year-ago week, which included the Easter holiday.

Year-to-date production of 2,690,455 cars has again shot ahead of the 2,650,126 assembled last year at this time.

Last week's estimated production was shared as follows: General Motors, 59.45 percent; Ford Motor Co., 19.43 percent; Chrysler Corp., 15.77 percent; American Motors, 2.02 percent; American Honda, 1.78 percent; Volkswagen of America, 1.08 percent; Nissan Motor Mfg. Co., U.S.A., 0.25 percent, and New United Motor Mfg. Co., Inc., 0.22 percent.

Honda's plant in Marysville, O., worked four hours' daily overtime last week.

GM scheduled two overtime shifts Saturday (April 20) at the following plants: Pontiac G; Detroit; Fairfax, Kans.; Janesville, Wis.; Lakewood, Ga.; Leeds, Mo.; Lordstown, O.; Oklahoma City, and Wilmington, Del..

One overtime shift was scheduled Saturday at GM's Wentzville (Mo.) plant.

Ford has scheduled daily overtime this week (April 22) at its plants in Atlanta; Chicago; Lorain, O.; Wixom, Mich.; Edison, N.J.; Wayne, Mich., and Kansas City.

Chrysler has scheduled two 9-hour daily shifts this week at its plants in Belvidere, Ill., Newark, Del., and St. Louis (Nos. 1 and 2).

Chrysler's Jefferson (Detroit) plant is scheduled to operate two 8½-hour daily shifts this week.

EPA orders GM to fix engines in 'offset' case

WASHINGTON.—General Motors has been put on notice by EPA that it must correct an emissions control defect on more than half a million 1979 GM cars with Pontiac engines or else face action that could potentially mean fines of as much as $10,000 per vehicle.

GM has been told to produce a plan to correct those engines for excess NOx emissions by May 6 or face unspecified consequences.

This is the long-running "offset" case which EPA lost before the federal appellate court in the District of Columbia last October. Involved are 570,000 vehicles with Pontiac 4.9-liter (301-CID) V-8 engines.

EPA had ordered the recall on Dec. 9, 1980, at the end of the Carter Administration. In February, 1981, after the Reagan Administration took over, GM submitted a proposed fix, but this did not remedy the problem.

GM and EPA then discussed the possibility of a plan for offsetting the excess emissions of the 4.9-liter V-8s by producing some 2.3 million vehicles with 2.5-liter Pontiac engines to meet a more-stringent NOx level. GM submitted a final offset plan on July 2, 1982 and on July 29, 1982, EPA accepted it.

But on Sept. 3, 1982, the Natural Resources Defense Council and the Center for Auto Safety took EPA to court, saying EPA did not have the authority to approve the GM offset plan. More than two years later, the court agreed and told EPA the law requires recall and repair as the only statutory remedy.

EPA is just now getting around to disapproving the GM offset plan of July, 1982, but it is warning GM that in view of the amount of time which has passed since EPA ordered the recall on Dec. 9, 1980, GM must submit its remedial plan promptly or EPA "will consider whatever action might be appropriate." Presumably, this means court action.

Millionth truck produced 7 days ahead of 1984

Domestic makers scheduled production of 68,723 trucks last week, 3.60 percent fewer than the 70,825 assembled the previous week, which was the best production week since June, 1979.

The previous week's actual production was a range makers had aimed at—but fallen short of—for several weeks since mid-March.

Last week's estimated output was 41.80 percent more than the build for the year-ago holiday week: 48,466 units.

The millionth truck of 1985 was built Tuesday, April 16, seven days ahead of 1984.

So far this year, 1,050,629 trucks have been assembled, 6.87 percent more than the 983,135 built last year at this point.

American Motors lost production last week due to vandalism at its Toledo plant.

The company had been scheduling more than 4,000 units for full work weeks since the beginning of the year. At presstime, the Jeep schedule for last week was 3,000 units, but that figure was probably optimistic.

General Motors scheduled two overtime shifts Saturday (April 20).

One overtime shift was scheduled Saturday at GM's plants in Detroit and Flint (No. 2).

Daily overtime is scheduled for all Ford Motor Co. plants this week (April 22).

Overtime is scheduled for Saturday, April 27, at Ford's Twin Cities plant.

Chrysler Corp. has scheduled two 9-hour daily shifts this week at its plant in Warren, Mich.

Canadian makers schedule 25,028 cars for week

Last week, for the second consecutive week, Canadian auto makers targeted the highest weekly production so far this year.

Makers scheduled 25,028 units for the week, which would top the output for the week ended Jan. 12, when 23,068 cars were assembled.

Last week's expected build was 11.98 percent higher than the previous week's 22,350, which fell 1,172 cars short of the projection.

Last week's output was 33.38 percent more than the year-ago week's 18,765 (for a four-day week).

So far this year, 307,587 cars have been assembled, 12.79 percent less than the 352,702 completed last year at this point.

Truck makers expected to build 18,901 units last week, about the same (down 0.15 percent) as the previous week's 18,872 and 45.48 percent more than the year-ago week's 12,992.

Year-to-date, 279,239 trucks have been built, 6.10 percent more than the 263,183 assembled last year at this point.

Chrysler's Windsor (Ont.) plant scheduled production of 2,670 Plymouth Voyagers, 2,826 Dodge Caravans and 612 Mini Ram Vans last week, bringing the T-115 total for the year to 89,939.

MVMA names Curran

DETROIT.—Dennis P. Curran has been named economic analyst in the policy analysis department of the MVMA. He will design and implement a computer statistical data base for the department's regularly issued reports.

U.S. CAR PRODUCTION

	Week Ended April 20, 1985	Week Ended April 21, 1984	Week Ended April 13, 1985	April to Date	Jan. 1 to April 21, 1984	Jan. 1 to April 20, 1985
AMERICAN MOTORS	3,750	3,883	0	3,750	64,224	29,269
Renault Total	3,750	3,883	0	3,750	64,224	29,269
Alliance	2,000	2,283	0	2,000	34,435	17,062
Encore	1,750	1,600	0	1,750	29,789	12,207
CHRYSLER CORP.	29,300	19,830	32,554	85,151	412,225	420,500
Plymouth Total	8,500	6,075	10,205	25,387	121,807	122,861
Horizon	3,000	2,540	3,651	9,074	49,335	42,756
Reliant	4,300	2,917	4,810	12,113	64,222	56,071
Caravelle	900	149	1,236	3,034	2,690	18,092
Gran Fury	300	469	508	1,166	5,560	5,942
Chrysler Total	9,200	6,889	9,744	26,289	136,519	139,781
LeBaron	2,000	2,147	2,250	5,961	40,518	36,011
LeBaron GTS	2,400	0	2,322	6,621	0	27,349
Laser	1,200	1,040	1,156	3,175	25,033	15,947
New Yorker/E-Class	1,400	1,691	1,784	4,301	34,230	23,184
Fifth Avenue	2,200	2,011	2,232	6,231	36,738	37,290
Dodge Total	11,600	6,866	12,605	33,475	153,899	157,858
Omni	3,100	2,155	3,656	9,285	46,766	45,415
Aries	3,500	2,193	3,834	9,964	51,030	43,940
Daytona	900	845	994	2,649	19,731	14,155
Dodge 600	1,300	1,311	1,539	4,009	26,850	23,159
Lancer	1,800	0	1,797	5,103	0	20,694
Diplomat	1,000	362	785	2,445	9,522	10,495
FORD MOTOR	36,102	31,096	37,234	101,762	549,139	554,947
Ford Division	23,725	19,506	25,144	68,351	360,655	366,814
Escort	7,158	5,804	7,277	20,013	111,441	95,261
Mustang	2,784	2,542	3,761	9,639	39,962	55,999
LTD	6,092	3,436	6,158	17,043	74,425	76,920
Thunderbird	3,429	2,857	3,853	10,030	51,196	68,271
Crown Victoria	0	1,405	0	0	25,965	7,122
EXP	0	446	0	0	10,512	3,838
Tempo	4,252	3,016	4,095	11,626	47,154	59,403
L-M Division	12,377	11,590	12,090	33,411	188,484	188,133
Mercury Total	8,839	8,729	8,523	23,547	136,160	134,375
Lynx	1,905	1,283	1,057	3,579	22,670	22,386
Capri	369	368	335	863	5,573	6,185
Marquis	2,952	2,126	2,969	8,329	33,026	37,718
Cougar	2,725	2,319	3,109	8,000	31,705	44,291
Grand Marquis	0	1,497	0	0	29,324	4,733
Topaz	888	1,136	1,053	2,776	13,862	19,062
Lincoln Total	3,538	2,861	3,567	9,864	52,324	53,758
Continental	641	756	649	1,789	10,041	9,744
Lincoln	2,508	1,798	2,525	6,990	29,524	38,080
Mark VI/VII	389	307	393	1,085	12,759	5,934
GENERAL MOTORS	110,435	67,742	106,838	297,844	1,550,538	1,599,497
Buick Total	25,075	13,623	24,340	65,992	329,946	311,804
Skylark	2,389	1,374	2,414	6,750	30,709	36,753
Skyhawk	2,526	2,479	2,068	6,140	53,385	33,223
Somerset Regal	2,920	0	3,264	8,301	0	41,188
Century	6,717	3,209	6,686	17,385	72,085	72,275
Regal	2,968	3,123	2,544	7,355	71,994	34,110
LeSabre/Electra(rwd)	3,686	1,893	3,640	9,877	76,993	44,073
Riviera	1,455	696	1,346	3,760	18,188	20,502
Electra(fwd)	2,414	847	2,378	6,424	6,592	29,680
Cadillac Total	7,485	4,996	7,747	21,033	111,630	121,196
Cimarron	580	278	489	1,525	6,511	9,271
Seville	810	699	899	2,355	13,353	13,679
Eldorado	1,515	1,323	1,683	4,404	24,610	25,258
Cadillac (rwd)	1,284	1,713	1,380	3,511	59,978	17,619
DeVille (fwd)	3,296	983	3,296	9,238	7,178	55,369
Chevrolet Total	36,369	25,597	34,691	96,846	529,851	559,381
Chevette	3,627	4,641	3,043	9,097	73,599	50,638
Cavalier	11,209	6,787	9,584	28,046	132,346	154,867
Celebrity	6,114	3,985	6,452	17,037	94,844	93,343
Camaro	4,945	4,491	4,941	13,767	84,578	73,409
Citation	1,611	2,359	1,648	4,552	34,962	25,881
Malibu/El Camino	0	534	0	0	11,013	0
Monte Carlo	3,330	851	3,904	9,840	50,180	50,849
Chevrolet	4,533	1,460	4,147	11,736	37,453	96,694
Corvette	1,000	489	972	2,771	10,876	13,700
Oldsmobile Total	25,911	15,638	27,096	73,133	391,859	401,543
Omega	0	1,109	0	0	17,021	0
Firenza	1,824	1,398	1,464	4,600	24,343	24,491
Cutlass Supreme	4,743	3,030	4,624	13,331	116,123	66,431
Cutlass Ciera	6,172	4,231	7,552	19,296	87,029	121,847
88/96 (rwd)	5,622	4,005	5,249	14,680	125,505	76,114
Olds 98 (fwd)	3,095	1,107	3,126	8,570	7,146	45,849
Calais	3,705	0	4,077	10,193	0	51,944
Toronado	750	758	1,006	2,463	14,692	14,867
Pontiac Total	15,595	7,888	12,962	40,840	187,252	205,573
Acadian**	0	693	283	483	6,173	4,592
2000 Sunbird	3,218	1,901	2,111	7,951	46,185	43,767
1000	780	1,124	286	1,460	13,904	10,348
Firebird	2,675	1,810	2,206	7,280	35,788	39,509
Phoenix	0	314	0	0	5,386	0
6000	1,985	0	1,077	3,733	0	10,928
Grd Prix/Bon'vle	0	0	0	0	29,733	0
Parisienne	1,322	201	1,138	3,537	11,054	21,777
Fiero	2,640	1,845	2,584	7,864	39,027	35,922
Grand Am	2,975	0	3,277	8,532	0	38,730
HONDA	3,306	2,163	3,058	9,624	37,432	51,860
NISSAN	470	0	391	1,059	0	1,455
NUMMI (Nova)*	400	0	300	950	0	2,150
VOLKSWAGEN	2,000	1,998	1,848	5,516	36,568	30,777
Total Cars, U.S.	185,763	126,712	182,223	505,656	2,650,126	2,690,455
Total Cars, Canada	25,028	18,765	22,350	63,585	352,702	307,587
N. American Cars	210,791	145,477	204,573	569,241	3,002,828	2,998,042
N. American Trucks	87,624	61,458	89,697	245,710	1,246,318	1,329,868
North American Cars and Trucks	298,415	206,935	294,270	814,951	4,249,146	4,327,910

*Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR PRODUCTION

	Week Ended April 20, 1985	Week Ended April 21, 1984	Week Ended April 13, 1985	April to Date	Jan. 1 to April 21, 1984	Jan. 1 to April 20, 1985
American Motors	400	488	335	735	8,112	3,487
Ford Motor	11,368	7,951	9,633	27,867	130,672	154,899
General Motors	13,035	10,141	12,157	34,353	210,453	145,787
Volvo	225	185	225	630	3,465	3,414
Total Cars, Canada	25,028	18,765	22,350	63,585	352,702	307,587

TRUCK PRODUCTION IN U.S.☆

	Week Ended April 20, 1985	Week Ended April 21, 1984	Week Ended April 13, 1985	April to Date	Jan. 1 to April 21, 1984	Jan. 1 to April 20, 1985
CHEVROLET	21,776	13,075	23,881	63,449	314,390	355,572
DODGE	4,400	3,353	4,686	12,750	65,250	63,874
FORD	27,067	20,357	26,979	74,551	372,527	374,004
GMC	7,650	5,112	7,379	20,699	100,539	106,335
INTERNATIONAL	1,660	1,280	1,768	4,746	23,230	25,037
JEEP	3,000	2,983	2,821	8,959	60,333	61,105
NISSAN	1,400	1,466	1,541	4,189	29,426	34,936
AM GENERAL	50	40	50	140	840	770
MISCELLANEOUS	1,720	800	1,720	4,816	16,600	28,996
Total Trucks, U.S.	68,723	48,466	70,825	194,299	983,135	1,050,629

CANADIAN TRUCK PRODUCTION

	Week Ended April 20, 1985	Week Ended April 21, 1984	Week Ended April 13, 1985	April to Date	Jan. 1 to April 21, 1984	Jan. 1 to April 20, 1985
CHRYSLER	8,760	5,513	8,894	23,630	110,904	130,354
FORD	3,648	2,810	3,692	10,287	50,988	53,748
GENERAL MOTORS	6,248	4,551	6,043	16,813	99,046	91,450
INTERNATIONAL	245	118	243	681	2,245	3,687
Total Trucks, Canada	18,901	12,992	18,872	51,411	263,183	279,239
N. American Trucks	87,624	61,458	89,697	245,710	1,246,318	1,329,868

☆—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.